



## JOB DESCRIPTION

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**Job Title** : Engineer, Sales & Applications

**Department** : Sales & Applications

**Reporting to** : Manager, Sales & Applications

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### Job Description & Responsibilities:

- Sales and marketing of company products for various industries and proposing solutions to meet customers' needs.
- Manage and explore new opportunities with existing partners and end users within an assigned geographic area.
- Develop new markets and distribution channels within an assigned geographic area.
- Maintain excellent relationships with internal and external stakeholders, customers, partners and suppliers and develop new customers in the region.
- Responsible for the delivery of the yearly sales target and day-to-day sales activities.
- Work closely with the internal team, partners and customers on the project proposal, project execution and closing.
- Perform the preliminary site visit/ discussion to understand the feasibility of a project.
- Provide high-level consultation to the partners/ customers on the feasibility of a project.
- Discipline, punctuality, professionalism and dedicated to completing assigned jobs within a short period of time.

### Job & Skill Requirements:

- Candidates must possess at least Bachelor's Degree, Post Graduate Diploma, Professional Degree in Mechatronics Engineering, Mechanical Engineering, Process Engineering or equivalent.
- At least 2 years of working experience in the related field is required for this position.
- Required language (s): English and Bahasa Malaysia. Mandarin (Hokkien for Penang) will be advantageous.
- Possess own transportation.
- Excellent time management and willingness to travel (Interstate within Malaysia and oversea).
- Skill Sets:
  - Experience in any kind of CRM software.
  - Able to perform high-level engineering calculations.
  - Possessing industrial engineering knowledge will be advantageous.
  - Fast learner and able to understand/ capture keywords from customers from various industries.
  - Strong analytical and problem-solving skills.
  - Excellent communication and negotiation skills.
  - Highly self-motivated, initiative and with the ability to work independently in a team environment.